

Eeta Laxmi Sai pranathi

Senior associate

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High-achieving Senior Sales Associate successful at consistently meeting or exceeding sales targets. Personable and persuasive with exceptional sales prowess and effective communication skills. Assesses customer needs and delivers individualized recommendations to foster satisfaction.



Skills

- ◆ Research
- ◆ Promotional planning
- ◆ Budget Development
- ◆ Customer Acquisition
- ◆ Generating leads
- ◆ Cold calling
- ◆ Crm management
- ◆ Pipeline management
- ◆ Market analysis
- ◆ Negotiation and planning
- ◆ Improving sales



Work History

- ◆ **Nov 2023 - Senior Sales Associate**
Current

Acciojob, Gurguan

- Monitored individual and team performance metrics, identifying areas for improvement and implementing corrective actions accordingly
- Facilitated ongoing training sessions to keep the team up-to-date on industry trends, product enhancements, and best practices in selling techniques
- Enhanced customer satisfaction rates by providing exceptional service and addressing customer concerns promptly
- Developed customized proposals tailored to client's specific needs which resulted in higher closing ratios
- Delivered consistent results by setting clear expectations and holding team members accountable for meeting or exceeding targets
- Conducted regular team meetings to review progress, address challenges, and set goals for continued growth
- Established a culture of continuous learning by encouraging feedback from peers on ways to improve personal selling skills or overall team dynamics.

Aug 2022 - Business development executive

Oct 2023

Innomatics research labs

- Spearheaded the development and implementation of strategic business plans, resulting in a 20% increase in annual revenue
- Identified and cultivated new business opportunities through market research and networking, leading to a 15% expansion of the client base
- Negotiated and closed high-value contracts with key clients, exceeding sales targets by 25% and fostering long-term partnerships
- Collaborated with cross-functional teams to analyze market trends, assess competitive landscape, and develop innovative solutions that optimized business performance.

Apr 2018 - Academic counselor

Apr 2021

My captain

- Implemented personalized academic programs to support students' individual goals and enhance their academic performance, leading to 20% increase in student success rates
- Advised students on course selection, degree planning, and career options, resulting in a 95% student retention rate and improved satisfaction among students
- Collaborated with faculty members to identify and address academic challenges faced by students, resulting in development of tailored interventions and support programs
- Conducted individual and group counseling sessions to address academic, personal, and career concerns, fostering supportive and inclusive environment for students to thrive academically.



Education

Jun 2018 - Bachelor of Technology: Ece

Jun 2022

Gayatri Vidya Parishad College of Engineering For Women - Visakhapatnam, Andhra Pradesh

Jun 2016 - Intermediate

May 2018

Sasi Velivennu - Rajamundry, Andhra Pradesh



Certifications

Extra mile award

Jun 2023



Languages

English

Upper intermediate (B2)

Telugu

Bilingual or Proficient (C2)

Hindi

Intermediate (B1)